

# Index of 1947 Articles

## Features Appearing in Credit and Financial Management During The Past 12 Months

### Accounting

- Accountants and Insurance; Should they be held responsible for opinions on coverage? ..... February  
Beware of False Profits; Are you prepared to cope with adverse conditions? ..... April  
Accountancy in Credit Work; Auditing experience is a basic factor. .... May  
Notes on Not Being Misled; What does an auditor's statement mean? ..... August  
A Reliable Measure of Liquidity; Ratio of debt cycle to trading cycle advocated ..... September  
Aids to Statement Analysis; Graphs give a quick and reliable picture. .... November

### Association

- Credit Associations Affiliated With NACM ..... January  
School for Credit Executives to Be Held at Wisconsin University August 17-29 ..... February  
Statement of Policy of the 51st NACM Credit Conference ..... May  
Top-Flight Faculty to Be on Hand When Executives Meet at Madison This Summer ..... July  
NACM National Committees ..... August  
Credit Students Are a Credit to Instructors ..... August  
Executives' School of Credit Scores Big Hit at Wisconsin University ..... September  
Credit Association is Organized at Sydney; Aids Australian Firms ..... October  
Madison Students Report Reactions ..... October  
Improving Your Professional Status ..... November  
All in the Point of View ..... November

### Banking

- Bank Credit Fashions; A checklist for aspiring long-term borrowers ..... February

### Bankruptcy

- Bankruptcy Curve Leveling Off; Six year decline in failures shows signs of ceasing ..... March  
Bankruptcy and the Courts; "The

vultures are again on the wing" ..... June

### Business Finance and Management

- Profits of Industry Are Not Large; Record shows average percentage on turnover is small ..... January  
Small Business Today—Tomorrow; Management counsel needed today more than ever ..... April  
Organization and Finance; Planning and budgeting are essential to success ..... May  
Keep Turnover High; Postwar periods are always dangerous for creditors ..... July  
The Responsibility of Management; Economic problems now faced by industry ..... October  
What Makes a Business Grow; How the credit man can help ..... December

### Convention

- Ever Run a Convention? ..... February  
New York — Convention City; World's largest metropolis has myriad attractions ..... March  
On to New York City! ..... April  
Credit Congress Draws Nearly 3,000; C. B. Rairdon is elected to 1947 NACM Presidency ..... May

### Credit

- The Credit Man's Responsibilities; What does he owe to management—or to himself? ..... January  
"I Like This Business"; The job ahead presents a challenge to credit men ..... January  
This Should Be You; What management expects of the credit man ..... January  
Credit Coordinated With Sales; A salesmanager's view on team work ..... January  
Current Costs and Credit; Balance sheet will not show whole picture in 1947 ..... January  
Industrial Relations and Credit; Employee morale can be a guide to credit risks ..... January  
Sales Manager Gives Credit a Boost ..... February  
Human Relations and Credit; Balance sheets contain many hidden features ..... February  
Realism in Consumer Credit; Retailer's credit system of vital interest to wholesaler ..... February

- The Credit Manager's Job; Firmness can be the greatest kindness ..... February  
Cash Discount Still a Hotly Debated Point ..... February  
Credit Man—Sales Promoter; Good public relations job builds sales ..... February  
The Control of Credit; Far-sighted policy will help industrial progress ..... March  
More—But Not All—on Discounts; Should terms and collection procedures be overhauled? ..... March  
Objectives of a Credit Executive ..... April  
What Must Management, Sales and Credit Do to Help Each Other? Here is what each expects of the other ..... April  
Debtors Need Coaching; The creditor is the businessman's best friend ..... May  
Consumer Credit in 1947; Sound terms are the essence of prosperity ..... May  
Credit—Past and Future; Businessmen must gain a better sense of values ..... May  
The Cash Discount Must Stay; Eliminations causes much bad feeling ..... June  
Credit and Economic Stability; Sound policies can minimize depressions ..... June  
Advantages of Credit Control; A firm but flexible policy makes for less risk ..... July  
Business Today; Production, employment, incomes all depend on credit ..... July  
The Importance of Inventory; Credit must depend on sound appraisal ..... July  
"An Ounce of Prevention—"; Educate your customers in proper merchandising ..... July  
Constructive Aid to Customers; A well-informed merchant is the best credit risk ..... July  
Credit Faces New Responsibilities; Enlarged scope offers better opportunities to NACM ..... August  
Credit—Yesterday, Today, Tomorrow; Character will always be the decisive factor ..... August  
The Compleat Credit Manager; Background, education, understanding are essential ..... August  
Old Word Takes On New Meaning; Credit must be ready for greater responsibility ..... August  
Credit Manager, A Professional; A discussion as to why he is so important ..... September  
Need For Merchandising Credits; House policies must be sold on cus-

# Index of 1947 Articles

## Features Appearing in Credit and Financial Management During The Past 12 Months

### Accounting

- Accountants and Insurance; Should they be held responsible for opinions on coverage? ..... February  
Beware of False Profits; Are you prepared to cope with adverse conditions? ..... April  
Accountancy in Credit Work; Auditing experience is a basic factor. .... May  
Notes on Not Being Misled; What does an auditor's statement mean? ..... August  
A Reliable Measure of Liquidity; Ratio of debt cycle to trading cycle advocated ..... September  
Aids to Statement Analysis; Graphs give a quick and reliable picture. .... November

### Association

- Credit Associations Affiliated With NACM ..... January  
School for Credit Executives to Be Held at Wisconsin University August 17-29 ..... February  
Statement of Policy of the 51st NACM Credit Conference ..... May  
Top-Flight Faculty to Be on Hand When Executives Meet at Madison This Summer ..... July  
NACM National Committees ..... August  
Credit Students Are a Credit to Instructors ..... August  
Executives' School of Credit Scores Big Hit at Wisconsin University ..... September  
Credit Association is Organized at Sydney; Aids Australian Firms ..... October  
Madison Students Report Reactions ..... October  
Improving Your Professional Status ..... November  
All in the Point of View ..... November

### Banking

- Bank Credit Fashions; A checklist for aspiring long-term borrowers ..... February

### Bankruptcy

- Bankruptcy Curve Leveling Off; Six year decline in failures shows signs of ceasing ..... March  
Bankruptcy and the Courts; "The

vultures are again on the wing" ..... June

### Business Finance and Management

- Profits of Industry Are Not Large; Record shows average percentage on turnover is small ..... January  
Small Business Today—Tomorrow; Management counsel needed today more than ever ..... April  
Organization and Finance; Planning and budgeting are essential to success ..... May  
Keep Turnover High; Postwar periods are always dangerous for creditors ..... July  
The Responsibility of Management; Economic problems now faced by industry ..... October  
What Makes a Business Grow; How the credit man can help ..... December

### Convention

- Ever Run a Convention? ..... February  
New York — Convention City; World's largest metropolis has myriad attractions ..... March  
On to New York City! ..... April  
Credit Congress Draws Nearly 3,000; C. B. Rairdon is elected to 1947 NACM Presidency ..... May

### Credit

- The Credit Man's Responsibilities; What does he owe to management—or to himself? ..... January  
"I Like This Business"; The job ahead presents a challenge to credit men ..... January  
This Should Be You; What management expects of the credit man ..... January  
Credit Coordinated With Sales; A salesmanager's view on team work ..... January  
Current Costs and Credit; Balance sheet will not show whole picture in 1947 ..... January  
Industrial Relations and Credit; Employee morale can be a guide to credit risks ..... January  
Sales Manager Gives Credit a Boost ..... February  
Human Relations and Credit; Balance sheets contain many hidden features ..... February  
Realism in Consumer Credit; Retailer's credit system of vital interest to wholesaler ..... February

- The Credit Manager's Job; Firmness can be the greatest kindness ..... February  
Cash Discount Still a Hotly Debated Point ..... February  
Credit Man—Sales Promoter; Good public relations job builds sales ..... February  
The Control of Credit; Far-sighted policy will help industrial progress ..... March  
More—But Not All—on Discounts; Should terms and collection procedures be overhauled? ..... March  
Objectives of a Credit Executive ..... April  
What Must Management, Sales and Credit Do to Help Each Other? Here is what each expects of the other ..... April  
Debtors Need Coaching; The creditor is the businessman's best friend ..... May  
Consumer Credit in 1947; Sound terms are the essence of prosperity ..... May  
Credit—Past and Future; Businessmen must gain a better sense of values ..... May  
The Cash Discount Must Stay; Eliminations causes much bad feeling ..... June  
Credit and Economic Stability; Sound policies can minimize depressions ..... June  
Advantages of Credit Control; A firm but flexible policy makes for less risk ..... July  
Business Today; Production, employment, incomes all depend on credit ..... July  
The Importance of Inventory; Credit must depend on sound appraisal ..... July  
"An Ounce of Prevention—"; Educate your customers in proper merchandising ..... July  
Constructive Aid to Customers; A well-informed merchant is the best credit risk ..... July  
Credit Faces New Responsibilities; Enlarged scope offers better opportunities to NACM ..... August  
Credit—Yesterday, Today, Tomorrow; Character will always be the decisive factor ..... August  
The Compleat Credit Manager; Background, education, understanding are essential ..... August  
Old Word Takes On New Meaning; Credit must be ready for greater responsibility ..... August  
Credit Manager, A Professional; A discussion as to why he is so important ..... September  
Need For Merchandising Credits; House policies must be sold on cus-

tomers ..... September  
 Consumer Credit Problems Return;  
 Extreme caution is needed in liberal-  
 izing terms ..... November  
 Federal Reserve Warns Against Re-  
 laxing terms ..... November  
 Credit Management Problems; How  
 can the credit man appraise his own  
 efficiency? ..... November  
 Broader Phases of Credit Manage-  
 ment; A discussion of three major  
 obligations ..... November  
 Let's Face Credit Problems; The  
 ostrich system doesn't achieve much  
 ..... December  
 Need for Sound Credit Policies;  
 Credit man has key role in inflated  
 economy ..... December

#### Credit Office Systems

Simplifying Credit Procedures; How  
 to increase efficiency and economy  
 in management ..... August  
 Readjusting Credit Files; Postwar  
 experiences show need for changes  
 ..... September  
 Training Credit Personnel; Timely  
 suggestions for developing aides  
 ..... September  
 Streamlining Credit Work; Do state-  
 ments achieve anything worth  
 while? ..... October  
 Aids to Statement Analysis; Graphs  
 give a quick and reliable picture  
 ..... November  
 Training Field Personnel; Changing  
 credit conditions require reorienta-  
 tion ..... December  
 Visiting by Proxy; Good Collection  
 letters are just good letters ..... February  
 Collection Without Tears; How to  
 get the money and keep them happy  
 ..... August  
 Writing Good Letters Better; Brev-  
 ity apparently is still the soul of  
 wit ..... November  
 Your Letters Are You; Correspon-  
 dence is a substitute for personal  
 contact ..... December

#### Economics

The Business Outlook for 1947; The  
 world's recovery depends on us ..... March  
 The Current Business Outlook ..... April  
 The Business Outlook; The third of  
 a series by prominent economists ..... May  
 This Year and Next; Will the post-  
 world-war-I pattern be repeated?  
 ..... August  
 Businessman—Watch Your Step;  
 Working man—watch yours, too  
 ..... October  
 The Solution Rests With Us; We  
 are all responsible for inflation  
 ..... December  
 Economics and Credit; This is no  
 time for complacency ..... December  
 Government Credit Policies Sound?  
 Rising prices not monetary author-  
 ities' fault, says dean ..... December

#### Foreign Trade and Credit

Credits at Home and Abroad; Future  
 calls for courage and foresight ..... January  
 The Outlook for Foreign Credits;  
 Export trade should be stepped up  
 at once ..... February

Latin-American Credit Good; 37th  
 semi-annual survey shows good  
 condition ..... March  
 Discrimination in World Trade; Pri-  
 ority rights to "local" creditors  
 should be stopped ..... April  
 Credit and Foreign Trade; Some of  
 the hazards that the exporter must  
 expect ..... August  
 Declines Recorded in Latin-American  
 Credits and Collections; 38th semi-  
 annual survey shows drop for first  
 time in six years ..... September

#### Fraud and Fraud Prevention

Fugitive Bankrupt Pleads Guilty,  
 Gets Prison Sentence ..... April

#### Insurance and Fire Protection

The Duty of the Insurance Buyer;  
 Ten—if not more—points to watch  
 carefully ..... March  
 Insurance As A Credit Factor; Ex-  
 tent of coverage denotes soundness  
 of risk ..... April  
 Insurance in Relation to Credit;  
 Progress depends on the buying  
 public ..... July  
 Credit Value of a Life ..... September  
 Protection for Material Suppliers;  
 Adequate bonds for private con-  
 struction are essential ..... October

#### Legal Aspects of Credit

Did You Know These Answers?  
 Lawyers' terms can be very per-  
 plexing ..... April and May  
 Credit to Irresponsibles; Are agree-  
 ments to refuse credit lawful? ..... June  
 What Would You Do? Another  
 problem that may confront the  
 credit man ..... July  
 When Is "In Full" Not "In Full"?  
 Another of those vexed legal ques-  
 tions ..... August  
 More Sidelights on Legal Phases of  
 Credit Problems ..... September  
 Everburg on Trust Receipts; Legal  
 device can be a hazard to unwary  
 credit men ..... October  
 Checking Up On Checks; Answers  
 to some questions on their use  
 ..... November

#### Legislation

Federal Mediation Proposed; CED  
 committee measure to strengthen  
 labor peace ..... March  
 Bulk Sales Law in Illinois Amended  
 to Aid Creditor ..... September  
 Economists View Government Credit  
 Bills with Alarm ..... July

#### Miscellaneous

Pleasing People Pays; Firm with  
 good public relations is a good  
 credit risk ..... March  
 The Story of Carroll; Every man  
 can analyze his own balance sheet ..... April  
 A General Quiz for Credit Men of  
 All Ages ..... April  
 CED Research Committee Publishes  
 Statement on Needs of Small Busi-  
 ness ..... June

Capitalizing on Capitalism; Dynamic  
 stability needs the genius of all our  
 citizens ..... June  
 Management Views Credit Men;  
 (And likes what it sees!) ..... July  
 Before Addressing the Public, Better  
 Make Sure Just What It Is ..... August  
 How Labor Costs Affect Credit;  
 Boosting of wage scales important  
 to economy ..... September  
 Adaptability Breeds Success; Your  
 good credit risk moves with the  
 times ..... October  
 America's Duty Toward the World;  
 Helping others the only way to  
 help ourselves ..... November

#### Par Clearance

Par-Clearance and How to Get It;  
 Banker has timely suggestion on  
 irritating question ..... December

#### Taxation

Tax Court Rules on Thorny Real  
 Estate Problems ..... March  
 Look For Hidden Tax Liabilities ..... April  
 Cooperatives As Your Competitor;  
 Convention hears how tax-free plan  
 works ..... June  
 A Way to Aid Small Business; A  
 revised tax rate would be its great-  
 est boon ..... October  
 NACM Gives Views on Tax-Free  
 Co-ops; Text of statement pre-  
 sented by Gus C. Klippel before  
 House Ways and Means Committee  
 on November 5th ..... November

Washington, D. C.: John H.  
 Geiger, Secretary-Manager of the  
 Washington Association was re-  
 cently admitted to the District of  
 Columbia Bar. Mr. Geiger, who  
 has been studying law in his spare  
 time, passed his LL.B. exams last  
 May.



"Prof. Glugg has a theory that if he  
 isolates everything but the common cold  
 germ, what's left has got to be it"